

Kern County Superintendent of Schools
Understanding & Managing Debt Workshop

Thursday, November 6, 2014
8:30 a.m.
Larry E. Reider Building
2000 K Street
Conference Room 101

- 8:30 Welcome and Introductions.....Mary Barlow
Kern Co Superintendent of Schools
- 8:35 Treasurer Tax Collector Role
Update on legislation affecting Bond Issuances.....Jordan Kaufman
Kern Co Treasurer Tax Collector Elect
- 8:45 The Securities and Exchange Commission’s
Municipalities Continuing Disclosure Cooperation
Initiative (“MCDC”).....Lori Raineri
Government Financial Strategies
- 9:30 Muni-Advisor Role.....Dave Sanchez
Law Offices of Dave A. Sanchez
- 10:15 Understanding Conflict of Interest.....Dave Sanchez
Law Offices of Dave A. Sanchez
- 10:45 Break
- 10:50 Debt Management Toolkit.....Mark Fulmer
Bill Hornback
Kern Co Superintendent of schools
- 11:15 KernTax Process and Contact Info.....Jim Varley
Kern Co Superintendent of Schools
- 11:30 Bond “Flavor of the Month”Lori Raineri
Government Financial Strategies
- 11:45 Closing Remarks.....John Von Flue
Kern Co Superintendent of Schools

Speaker Biographies

Mary C. Barlow, Ed.D.

Mary Barlow serves as Associate Superintendent for the Kern County Superintendent of Schools Office. Mary has over twenty years experience in education. As superintendent, she successfully secured voter approval of two bond issues, modernized all district schools and constructed a new middle school. Mary joined KCSOS in 2009 as FCMAT's Deputy Administrative Officer. In this role Mary directed the implementation and operation of FCMAT's fiscal and management assistance to school districts, county offices of education, charter schools and community colleges throughout the state. Since 2012 Mary has served as KCSOS Assistant Superintendent of Administration, Finance & Accountability, where she has had a tremendous impact on the internal operations of the Business Office and on services to school districts through District Advisory. Mary holds an Ed.D. in Organizational Leadership and a MA in Educational Management from the University of La Verne. She earned her Bachelor degree in Psychology from Cal State University Bakersfield.

Mark A. Fulmer Ed.D.

Deputy Superintendent – Administration, Finance, and Accountability (Retired)
Office of the Kern County Superintendent of Schools

Dr. Fulmer retired in 2012 as Deputy Superintendent – Administration, Finance, and Accountability where he oversaw the Division of Administration and Finance and the Division of Curriculum and Instruction. While in this position he managed the internal financial operations for the Kern County Superintendent of schools, and provided business services and oversight for Kern County school districts. He also supervised the curriculum development and support programs, including State and Federal categorical programs, and State and Federal academic accountability programs serving school districts in Kern County. He currently serves KCSOS as a member of the Debt Advisory Services Team.

Previously Dr. Fulmer served as Assistant Superintendent for Administrative and Business Services for Visalia Unified, a district with over 34,000 K-Adult, Saugus Union, a K-8 district of 9,000, and Sanger Unified, a K-12 district with over 8,000 students. While serving these districts he managed all business operations and implemented District Facilities Master Plans managing construction of new schools, school additions and modernization projects - projects with an aggregate value of more than \$250,000,000.

Mark also managed pupil personnel and special education programs for Kings Canyon Unified, Sanger Unified and the Kern County Superintendent of Schools.

Other professional activities include teaching for the University of San Francisco and Fresno Pacific University in Marriage and Family Therapy and School Psychology Programs. Earlier he worked for the California State Department of Health at Stockton State Hospital.

In addition he has worked closely with the United State Environmental Protection Agency on projects and been a presenter for the US EPA on Indoor Air Quality. He served in the United States Army and was a member of the California Army National Guard for eight years.

He earned CBO certification through the CASBO/FCMAT Chief Business Official training Program. He holds an Ed. D. in Counseling Psychology and an MA in Psychology from the University of the Pacific. He earned his BA degree in Psychology from the University of California, Berkeley and an AA degree in Social Science from College of the Sequoias.

Speaker Biographies (cont.)

Bill Hornback

Attorney Bill Hornback joined the Business Practice Group at Schools Legal Service in 1996, bringing with him seventeen years of extensive experience as a civil litigator with an emphasis on contract and construction litigation. The McGeorge School of Law graduate provides critical business and construction law support to SLS clients, and in the process, has revamped the public works bid package and the selection process and contracts for architects and construction managers. Bill is also a statewide authority on charter schools, regularly working with clients and the Fiscal Crisis & Management Assistance Team (FCMAT) on those issues. Bill also provides comprehensive training on competitive bidding, public records and other business-related issues. He is a member of the California State Bar, Kern County Bar Association and California Council of School Attorneys.

Jordan Kaufman

In June, Jordan Kaufman was elected by the citizens of Kern County to be the next Treasurer and Tax Collector. Jordan has worked for the County of Kern for the past 19 years. Since 2006, Jordan has held the position of the Assistant Treasurer/Tax Collector overseeing the day to day operations of the \$2.4 billion County Treasury Investment Pool and annual collection of over \$1.0 billion in local property taxes. Prior to 2006, the majority of his time with the County was in the County Administrative Office in the Budget and Finance Division as a budget analyst and debt finance administrator. Jordan performed budget and policy analysis for various County departments and was involved in the issuance of various types of municipal bonds including Certificates of Participation (COPs), Tax and Revenue Anticipation Notes (TRANs), Lease Revenue bonds and Pension Obligation Bonds (POBs). He is currently the Chairman of the statewide CACTTC School Finance Committee, Vice Chairman of the United Way of Kern County, treasurer of BSA Troop 442, and alternate board member on the Kern County Employees Retirement Association (KCERA). Jordan has a Bachelor of Science degree in Industrial Technology from the California State Polytechnic University at San Luis Obispo (Cal Poly) and he has lived in Bakersfield for 19 years with his wife and four children.

Lori Raineri

Lori Raineri is a Certified Independent Public Finance Advisor and a Certified Fraud Examiner. Lori currently serves on the Board of Directors for the Collaborative for High Performance Schools and the California League of Bond Oversight Committees, and is a past Board Member of the National Association of Independent Public Finance Advisors. Lori has developed long-range capital financing plans for hundreds of public agencies and is well known for her ability in financial analysis and public speaking. Recently, Lori has been a speaker for several California statewide associations, notably the County Treasurer-Tax Collectors, the County Auditor-Controllers and School Business Officials. The focus of each of these presentations has been the principles of debt financing, including numerous case studies that demonstrate the value of best practices and ethics.

During her career, Lori has been personally involved in the planning and structuring of well over seven billion dollars of financing. At the age of 26, Lori founded Government Financial Strategies after having worked as an investment banker. Lori is the author of more than two dozen articles and publications and is in high demand as a public speaker. Lori received her B.A. in Philosophy from the University of California, Berkeley and received her M.S. in Financial Analysis from the University of San Francisco. Lori demonstrated her interest in government early in life, serving as the student School Board Member for the Santa Clara Unified School District, and was thrilled to be inducted into the Santa Clara Unified School District Hall of Fame in 2011.

Speaker Biographies (cont.)

Dave A. Sanchez

The Law Offices of Dave A. Sanchez offers governmental issuers and municipal advisors cost-effective legal expertise related to debt transactions, regulatory compliance matters, and disclosure practices. Dave was an Attorney-Fellow in the Office of Municipal Securities at the United States Securities and Exchange Commission from 2010-2013. During this time, Mr. Sanchez was a principal drafter of both the final Municipal Advisor rule and the 2012 Commission Report on the State of the Municipal Securities Market that set forth the Commission's views and expectations on municipal securities disclosure practices. He is also a former Adjunct Professor at the Georgetown Law Center where he taught "The Securities Law of Public Finance." Prior to opening The Law Offices of Dave A. Sanchez, Mr. Sanchez was General Counsel for the broker-dealer De La Rosa & Co. where he handled all regulatory compliance legal matters. He has over twenty years of public finance experience representing municipal issuers and regulated entities at the law firms of Orrick, Herrington & Sutcliffe and Sidley Austin as well as for the City of San Francisco and Financial Security Assurance. Mr. Sanchez received his undergraduate degree from the University of New Mexico and his law degree from Harvard Law School.

Jim Varley

James W. Varley worked nearly 25 years in office of the Kern County Superintendent of Schools as administrator, Division of Communications. His responsibilities included the daily operation of the office television station, graphics, web team, printing and communications, which included working daily with local, state and sometimes national news organizations. Before joining the county superintendent he spent two decades in news first as a reporter and later as a senior editor.

He currently represents the Kern County Superintendent of Schools and K-12 school districts on the Kern County Taxpayers Association board of directors.

John Von Flue

John Von Flue currently serves as Assistant Superintendent of Fiscal Services for the Kern County Superintendent of Schools. Mr. Von Flue has 25 years of private and public sector experience in a variety of management, operations, and business roles. Prior to his current position, John served as a Fiscal Intervention Specialist with FCMAT where he led multi-year financial projection, organizational structure, internal business operations and ancillary programs studies in districts and county offices of education throughout the state. John also served as Assistant Superintendent of Business and Personnel for the Lamont School District and held management positions in the corporate sector. He holds a Bachelors degree in Economics from University of California, San Diego and an MBA from California State University, Bakersfield. Mr. Von Flue also holds participation and mentor certificates from the FCMAT/CCSESA/BASC/CASBO/SSC CBO Mentor Program and the CASH Facilities Leadership Academy.